

How to negotiate for the salary you actually want.

We'll be the first to tell you that money isn't everything or that it doesn't define success but nothing can make you feel more undervalued than your wage not reflecting how hard you work. Negotiating for a raise can be an extremely daunting task but one that is completely worth it – Linda Babcock and Sara Laschever exposed in their book 'Women don't ask: The high cost of avoiding negotiation – and positive strategies for change', that 57% of men negotiated their first salary whilst only 7% of women did. So basically, the only thing that could possibly be scarier than negotiating your pay is not doing it, and thus increasing the possibility of somebody being paid higher than you for the same job. No matter your gender, it's about time we all started to negotiate our pay, check out our salary negotiating tips.

Know your worth

If you're applying for a new position, search around on various job sites to know the general rate of the position you're going for. If you're already in a job and feel like you deserve to be paid more – you more than likely do. This also means you need to be willing to walk away (with your head held high) if you are refused the pay you feel like you deserve. Know you're worth and don't ever settle.

Always ask for more

Always ask for the highest you could think of as this can only ever benefit you. Either you get the top pay that you initially asked for, or they wiggle it down a little bit but you still achieve more than you would have if you'd asked for a middle range pay. This also links back to knowing your worth, always assume you're entitled to the top wage.

Negotiate on a Thursday

So, this might sound a little weird but bear with us. [Psychology Today](#) stated that the end of the week is the best time to ask for a raise. As you can imagine, Mondays and Tuesdays lead to people being a little bit temperamental and disagreeable. Thursdays and Fridays leads us to be more open to compromise as we just want the week to end quicker and smoother. Asking on a Friday might result in a "I'll think about it over the weekend" type of reply...which is not ideal.

Never make threats

Threats are extremely off-putting and can sometimes seem like a challenge, never do this when asking for a raise. Instead of making a threat, make a promise. For example, don't say "I'll walk out of this job if I don't get a raise, I have another job offer that will pay me what I'm asking for here" because your boss could easily just let you walk. Say something more along the lines of "I promise this raise will reflect well on my work...I feel my skills are worth this much"

Don't be afraid

Most importantly, don't be afraid. Don't be afraid to counter if your boss says no and don't be afraid of them saying no in the first place. Don't be afraid to keep negotiating. You've got this.